

# Missouri Timber Price Trends

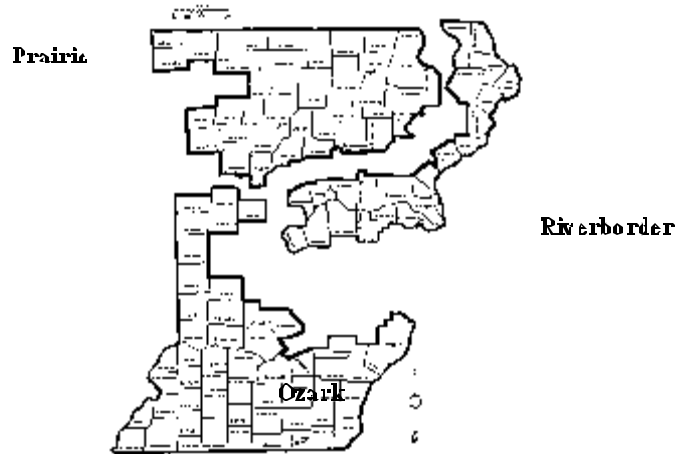


---

**Quarterly Market Report**  
**Vol. 5 No. 4**  
**October - December, 1995**

---

## Price Reporting Regions



**Missouri Timber Price Trends** tracks market prices for Stumpage and Delivered Logs. Reports on the Stumpage Market are received from Missouri Department of Conservation Resource Foresters and private consulting foresters. Stumpage refers to timber sold on the stump and does not reflect delivered mill prices. Reports on the Log Market give delivered log prices and are compiled from reports submitted by sawmills and other wood processing plants. These reports should serve as a **general** guide to track stumpage and delivered log prices. Landowners should not use this report to replace a timber inventory and marketing assistance as methods of conducting a sale. Missouri Department of Conservation Resource Foresters will be able to provide information on current, local market conditions. Details of all private sales and delivered prices are kept confidential.

### Tree Scale Conversion Factors

Sawlogs - Veneer Logs

Int'l = Doyle x 1.52  
Int'l = Scribner x 1.18

Pulpwood

Pine	5,200 lbs/cord
Hardwood (hard)	5,600 lbs/cord
Hardwood (soft)	4,200 lbs/cord

## STATEWIDE TIMBER STUMPAGE PRICE TRENDS IN MISSOURI

(October - December, 1995)

	High \$/MBF	Low \$/MBF	Weighted Average	Previous Quarter	Last Year	Number of Reports	Total Volume (Board Feet)
<b>Veneer</b>							
Black Walnut	\$1315	\$655	\$845	-	\$1080	4	8303
White oak (group)	\$790	\$625	\$705	\$420	\$1000	4	28104
<b>Sawlogs</b>							
Ash	\$130	\$60	\$85	\$180	\$150	3	22080
Black Walnut	\$425	\$195	\$285	\$285	\$270	6	25479
Cottonwood	\$40	\$40	\$40	-	-	1	53200
Hickory	\$70	\$70	\$70	-	\$60	1	900
Hard Maple	\$245	\$245	\$245	-	\$60	1	61000
Soft Maple	\$110	\$110	\$110	-	\$75	1	205200
Oak (mixed species)	\$200	\$50	\$105	\$100	\$105	14	1014902
Red oak (group)	\$815	\$50	\$235	\$195	\$160	12	276190
White oak (group)	\$300	\$50	\$195	\$95	\$140	10	273185
Mixed Hardwoods	\$110	\$30	\$65	\$100	\$90	10	474452
<b>Stave logs</b>							
White oak (group)	\$365	\$145	\$210	\$225	\$210	4	18512
<b>Fence posts</b>							
Southern Yellow Pine	\$0.20	\$0.20	\$0.20	0.30	\$0.45	1	13000 Pieces

## OZARK TIMBER STUMPAGE PRICE TRENDS IN MISSOURI

(October - December, 1995)

	High \$/MBF	Low \$/MBF	Weighted Average	Previous Quarter	Last Year	Number of Reports	Total Volume (Board Feet)
<b>Veneer</b>							
Black Walnut	\$1315	\$785	\$945	-	\$1035	2	2460
<b>Sawlogs</b>							
Black Walnut	\$295	\$235	\$265	\$330	\$260	3	11137
Hard Maple	\$245	\$245	\$245	-	-	1	61000
Oak (mixed species)	\$135	\$65	\$75	\$105	\$105	6	325167
Red oak (group)	\$200	\$50	\$135	\$195	\$160	5	109630
White oak (group)	\$155	\$50	\$120	\$125	\$125	3	59763
Mixed Hardwoods	\$50	\$50	\$50	\$100	\$90	1	3496
<b>Stave logs</b>							
White oak (group)	\$155	\$155	\$155	\$225	\$210	2	10570
<b>Fence posts</b>							
Southern Yellow Pine	\$0.20	\$0.20	\$0.20	\$0.30	\$0.45	1	13000 Pieces

## PRAIRIE TIMBER STUMPAGE PRICE TRENDS IN MISSOURI

(October - December, 1995)

	High \$/MBF	Low \$/MBF	Weighted Average	Previous Quarter	Last Year	Number of Reports	Total Volume (Board Feet)
<b>Veneer</b>							
Black Walnut	\$880	\$655	\$805	-	\$1095	2	5843
White oak (group)	\$655	\$655	\$655	-	\$1000	1	4560
<b>Sawlogs</b>							
Ash	\$100	\$100	\$100	-	\$150	1	12160
Black Walnut	\$425	\$195	\$335	\$280	\$285	2	8842
Cottonwood	\$40	\$40	\$40	-	-	1	53200
Soft Maple	\$110	\$110	\$110	-	\$75	1	205200
Oak (mixed species)	\$200	\$95	\$110	\$50	-	3	351070
Red oak (group)	\$195	\$195	\$195	-	\$165	1	16720
White oak (group)	\$195	\$195	\$195	\$65	\$170	1	6080
Mixed Hardwoods	\$55	\$30	\$50	-	\$45	2	95552

# RIVERBORDER TIMBER STUMPAGE PRICE TRENDS IN MISSOURI

(October - December, 1995)

	High \$/MBF	Low \$/MBF	Weighted Average	Previous Quarter	Last Year	Number of Reports	Total Volume (Board Feet)
<b>Veneer</b>							
White oak (group)	\$790	\$625	\$715	-	-	3	23544
<b>Sawlogs</b>							
Ash							
Black Walnut	\$130	\$60	\$70	-	-	2	9920
Hickory	\$250	\$250	\$250	-	-	1	5500
Oak (mixed species)	\$70	\$70	\$70	-	-	1	900
Red oak (group)	\$145	\$50	\$130	-	-	5	338665
White oak (group)	\$815	\$80	\$310	-	-	6	149840
Mixed Hardwoods	\$300	\$75	\$215	-	-	6	207342
	\$110	\$40	\$65	-	-	7	375404
<b>Stave logs</b>							
White oak (group)	\$365	\$145	\$285	-	-	2	7942



## Missouri Department of Conservation, Forestry Division University of Missouri, Forestry Extension Missouri Forest Products Association

Welcome to the **Missouri Log Market Report**. This report is intended to provide information on delivered log prices and market conditions for loggers and mill operators. Landowners can benefit by tracking market conditions for the various wood products harvested from a tree.

The Log Market Report is published as a cooperative effort of the Forestry Division of the Missouri Department of Conservation, University of Missouri-Extension and the Missouri Forest Products Association.

The report details prices for **Grade Logs** by species and grade; and prices for **Below Grade Logs** by species and intended end use, such as blocking, pallet lumber or ties. All prices are based on the average mean within the grade standard or product line. Absolute maximums or minimums are not reported. All prices are based on a thousand board feet unit using the International 1/4" Log Scale. Log grades used in this report are based on the following **minimum** criteria:

	Grade 1	Grade 2	Grade 3
Minimum Diameter	13-15"	11"	8"
Minimum Log Length	10'	8'	8'

We hope you find the information useful and will be working to expand the number of participating mills; reported species and products (veneer, etc); and the range of coverage for the report. All information provided by the participating mills is confidential.

If you have any questions, comments, or would like to participate in the reporting program, please call Shelby Jones at (314) 751-4115, Extension 109.

**Average Statewide Delivered Prices**  
**Dollars per Thousand Board Feet, International ¼" Scale**  
(October - December, 1995)

<b>Veneer</b>			
Species	High	Low	Average
Black Walnut	\$1170	\$455	\$770
Red oak (group)	\$745	\$435	\$590
White oak (group)	\$1085	\$435	\$760

**\* 6 Mill(s) reporting.**

<b>Sawlogs</b>			
Species	Grade 1	Grade 2	Grade 3
Ash	\$250	\$195	\$95
Black Walnut	\$500	\$285	\$155
Cherry	\$315	\$280	\$140
Cottonwood	\$135	\$130	\$110
Eastern Redcedar	\$215	\$205	\$195
Elm	\$130	\$130	\$130
Gum	\$145	\$145	\$145
Hackberry	\$130	\$130	\$130
Hard Maple	\$225	\$145	\$90
Hickory	\$135	\$130	\$100
Pecan	\$130	\$130	\$130
Red oak (group)	\$360	\$260	\$140
Soft Maple	\$185	\$165	\$95
Southern Yellow Pine	\$175	\$150	\$150
Sycamore	\$125	\$115	\$105
White oak (group)	\$320	\$230	\$115

**\* 14 Mill(s) reporting.**

**Average Ozark Delivered Prices**  
**Dollars per Thousand Board Feet, International ¼" Scale**  
(October - December, 1995)

<b>Sawlogs</b>			
Species	Grade 1	Grade 2	Grade 3
Ash	\$300	\$255	\$170
Cherry	-	\$300	-
Eastern Redcedar	\$145	\$120	\$80
Red oak (group)	\$355	\$270	\$180
Southern Yellow Pine	\$200	-	\$150
White oak (group)	\$310	\$215	\$145

**\* 8 Mill(s) reporting.**

**Average Prairie Delivered Prices**  
**Dollars per Thousand Board Feet, International ¼" Scale**  
(Oct. - Dec., 1995)

<b>Sawlogs</b>			
Species	Grade 1	Grade 2	Grade 3
Ash	\$240	\$155	\$60
Black Walnut	\$440	\$185	\$55
Cottonwood	\$145	-	\$60
Red oak (group)	\$405	\$185	\$60
Soft Maple	\$210	\$140	\$60
Sycamore	\$115	-	\$55
White oak (group)	\$330	\$155	\$60

**\* 4 Mill(s) reporting.**

**Average Riverborder Delivered Prices**  
**Dollars per Thousand Board Feet, International ¼" Scale**  
(October - December, 1995)

<b>Veneer</b>			
Species	High	Low	Average
Black Walnut	\$1170	\$455	\$770
Red oak (group)	\$745	\$435	\$590
White oak (group)	\$1085	\$435	\$760

**\* 6 Mill(s) reporting.**

<b>Sawlogs</b>			
Species	Grade 1	Grade 2	Grade 3
Ash	\$245	\$180	\$100
Black Walnut	\$515	\$320	\$175
Cherry	\$315	\$270	\$140
Cottonwood	\$130	\$130	\$130
Eastern Redcedar	\$250	\$250	\$250
Elm	\$130	\$130	\$130
Gum	\$145	\$145	\$145
Hackberry	\$130	\$130	\$130
Hard Maple	\$225	\$145	\$90
Hickory	\$135	\$130	\$100
Pecan	\$130	\$130	\$130
Red oak (group)	\$355	\$260	\$125
Soft Maple	\$195	\$165	\$130
Southern Yellow Pine	\$150	\$150	\$150
Sycamore	\$130	\$130	\$130
White oak (group)	\$325	\$300	\$100

**\* 5 Mill(s) reporting.**

## QUARTERLY MARKET CONDITIONS

21 mills, with a combined annual production of 66.8 million board feet, participated in the October - December, 1995 survey of log and lumber market conditions. In addition, foresters reported stumpage prices resulting from 28 timber sales containing 4,949,014 board feet located throughout the state.

### Log Markets

Log prices which have been cooling off throughout the second half of 1995 did not pick up much in the last quarter. Seasonal rises for species such as walnut and white oak veneer are not evident. What is traditionally the most popular time of year to conduct timber sales seems, especially for veneer quality timber, appears to have suffered a slump in 1995. Reports from mills indicating sufficient log inventories or even surplus inventories predominated. The majority of reporting mills indicated lower to about the same prices paid for delivered logs during the quarter, however many intentionally limited log purchases to adjust their log inventory. There were very few reports of log inventory increases. Projections for the first quarter of '96 look much the same.

Lower grade logs, such as pallet and blocking grades, have taken the biggest hit. Many mill owners made comments that even with lower log prices, they felt that stumpage prices are still to high relative to the market for sawn products. If this sentiment is widespread, it could mean further downward adjustment in stumpage prices until some general market recovery is evident. National wood products market analysts are generally predicting a slow recovery mainly occurring in the second half of 1996. The red oak lumber market could show some improvement in late Spring as inventories of kiln-dried, upper grades are reduced. After such a long period of booming markets for a full range of products, both low and high grade, the current market conditions seem to have cast a general feeling of depression among the mill owners who send us reports each quarter. However, we all know there is nothing so constant as change and the good times will come around again.

Taking a closer look at individual species, redcedar sawlogs are experiencing the least active market in recent memory. Reported log prices appear to be significantly below that reported for the past several quarters and many cedar mills are not able to move green lumber, cants, or timbers. Redcedar lumber inventories have increased and many mills are simply not purchasing cedar sawlogs at this time. Redcedar shaving bolts, on the other hand, appear to be in demand, although prices remain about the same as the past three quarters. And, yes, the export market for higher quality cedar logs is still active, but we don't have any prices reported.

Hard maple log prices are being reported by several mills, especially in the Prairie region. Soft maple also appeared to have rebounded somewhat this past quarter. We predicted increased interest in hard maple in this column some time ago. Could it be that our prediction might prove to have some validity? Stay tuned..... There is a lot of hard maple growing in Missouri forests and the quality may not be as low as historically claimed.

Walnut sawlog prices are so low in some areas of the state that several foresters indicated they were holding all walnut sales until late 1996. This is not good news for landowners who may have been planning on income from those sales or mills who need a steady supply of lumber quality logs.

In general, don't expect log price increases for the next quarter unless you find a mill in an unusual situation. It looks like the status quo will be in effect for the rest of this winter.

**Average Statewide Delivered Prices**  
**Dollars per Thousand Board Feet, International ¼" Scale**  
(October - December, 1995)

#### Below Grade Logs

Species	Blocking	Pallets	Tie
Ash	\$110	\$115	\$125
Black Walnut	\$135	\$115	\$125
Cherry	\$110	\$110	\$110
Cottonwood	\$105	\$105	\$110
Eastern Redcedar	\$160	\$145	\$145
Elm	\$110	\$110	\$110
Gum	\$100	\$100	\$105
Hackberry	\$115	\$120	\$110
Hard Maple	\$115	\$110	\$120
Hickory	\$115	\$115	\$120
Pecan	\$115	\$110	\$110
Red oak (group)	\$120	\$115	\$125
Soft Maple	\$115	\$105	\$110
Southern Yellow Pine	\$130	\$135	\$125
Sycamore	\$115	\$110	\$115
White oak (group)	\$120	\$115	\$125

\* 3 Mill(s) reporting.

## Stumpage Markets

The number of timber sales increased in the 4th quarter as seasonal log inventories were being increased. Traditionally, in late Fall and early winter we find more foresters conducting timber sales, especially for higher value species and veneer quality timber. As you may know, stumpage data for this report is solicited from consulting foresters and foresters employed by the Missouri Department of Conservation. For the first time, more reports were received from consulting foresters than MDC. This may be an indication that strong stumpage prices for the past two years are convincing private landowners that their timber is worth enough to warrant some professional assistance. Hopefully, this trend will continue even if the stumpage prices don't continue their steep climb.

Some stumpage prices seem to have reversed their climb and have actually declined slightly. A fact which is not evident in this written report is the amount of variation in stumpage prices even in the same part of the state. From the notes that foresters write me describing sales, I know that managed, higher quality timber stands have not decreased in value even though the general market may have. Low quality, unmanaged, or heavily grazed timber is not valued as highly and may not sell at all in its first offering. The bottom line is there are many factors impacting the final stumpage price offered to the landowner and this report reflects only those conditions represented in the sales from which data was sent to us. Thus, this report deals by necessity with general and broad scale trends. Any single timber sale can bring prices significantly different, both lower and higher, than might be indicated here. Now with that said, we can get to this quarter's market analysis.

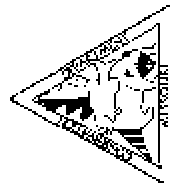
In general, stumpage prices are lower than they were one year ago! For landowners, now is probably not a good time to sell walnut lumber quality trees or redcedar sawlogs. It would be a good time to offer a sale of good quality hard maple, white oak veneer or stave logs, red oak grade logs, and pine fence posts. Mixed oak and mixed hardwood sales are bringing \$130/MBF in some areas and \$30/MBF in others. Whatever your local condition is at the present it is likely to remain about the same until early summer and possibly later.

All markets seem sluggish at the present time. However, if you live in an area where there is a high level of competition for logs, there could be some very active bidding, for even some fairly low quality trees.

### Editor's Note:

**Remember that one of the most valuable sources for information on log and timber markets is the local Missouri Department of Conservation Resource Forester. Contact the nearest Forest District office for up-to-date, local advice. The Missouri Department of Conservation's Forestry Division, (314) 751-4115, Extension 308, will be happy to provide you with the name and address of the Resource Forester or District Forest Office nearest to you.**





MISSOURI DEPARTMENT OF CONSERVATION  
FORESTRY DIVISION  
P O BOX 180  
JEFFERSON CITY MO 65102-0180  
ADDRESS CORRECTION REQUESTED

